

Message Text

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ACTION EA-09

INFO OCT-01 ISO-00 COME-00 SP-02 AID-05 EB-07 NSC-05

CIEP-01 TRSE-00 SS-15 STR-04 OMB-01 CEA-01 CIAE-00

INR-07 NSAE-00 L-03 NSCE-00 /061 W

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R 020220Z SEP 75

FM USLO PEKING

TO AMEMBASSY SINGAPORE

INFO SECSTATE WASHDC 4343

AMCONSUL HONG KONG

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E.O.11652: /A

TAGS: BEXP, SN, CH

SUBJECT: LOCKHEED AIR SERVICES SINGAPORE INTEREST

IN PRC MARKET

REF: SINGAPORE 3714

1. AT PRESENT WE SEE LITTLE POSSIBILITY FOR FURTHER
SALES OF COMMERCIAL AIRCRAFT BY U.S. FIRMS TO THE PRC.
SEVERAL OF THE TEN BOEING 707'S DELIVERED IN 1973-74
STILL APPEAR UNUTILIZED AND CHINA HAS YET TO TAKE DE-
LIVERY ON ALL OF THE 35 TRIDENTS ORDERED FROM THE UK.
THIS SHOULD NOT, HOWEVER PREVENT LOCKHEED FROM MAKING
ITS CAPABILITIES IN THE COMMERCIAL AIRCRAFT FIELD KNOWN
TO THE CHINESE.

2. SALES POSSIBILITIES FOR AIRCRAFT CONTROL SYSTEMS
AND NAVIGATION EQUIPMENT APPEAR MUCH BETTER. CHINA
IS IN THE PROCESS OF RAPIDLY EXPANDING ITS DOMESTIC AND
INTERNATIONAL AIR SERVICES AND EQUIPMENT PRESENTLY IN
USE AT AIRPORTS THROUGHOUT THE PRC WILL HAVE TO BE
UP-GRADED. WE BELIEVE THAT LOCKHEED SHOULD CONSIDER
PLACING PRIMARY EMPHASIS ON THESE TWO AREAS.

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3. IN ITS INITIAL APPROACH TO THE PRC ON THE POSSIBLE
SALE OF AEROSPACE EQUIPMENT, INCLUDING AIRCRAFT, LOCK-
HEED SHOULD BE ADVISED TO WRITE DIRECTLY TO THE CHINA
NATIONAL MACHINERY IMPORT AND EXPORT CORPORATION, ERH LI
KOU, HSI CHIAO, PEKING, CABLE: MACHIMPEX PEKING. SE-
PARATE CORRESPONDENCE SHOULD BE INITIATED FOR EACH TYPE
OF EQUIPMENT INTRODUCED. BROCHURES AND OTHER TYPES OF
TECHNICAL LITERATURE SHOULD BE SENT IN AT LEAST TWENTY
COPIES EACH. FOR EQUIPMENT WHICH FORMS A COMPLETE SYS-
TEM OR HAS HIGH TECHNOLOGICAL CONTENT, CORRESPONDENCE
SHOULD BE SENT TO THE CHINA NATIONAL TECHNICAL IM-
PORT CORPORATION (SAME ADDRESS) CABLE: TECHIMPORT PEKING.

4. WE WOULD ALSO ENCOURAGE LOCKHEED TO ACQUAINT THE
CHINESE WITH ITS CAPABILITIES IN AIRCRAFT MAINTENANCE,
BUT HERE AGAIN WE ARE NOT OPTIMISTIC ABOUT THE POSSI-
BILITIES FOR SUCCESS. WITH THE EXCEPTION OF A CONTRACT
GIVEN TO HONG KONG'S HAECO COMPANY TO OVERHAUL ITS
AGING VISCOUNT 843 AIRCRAFT, THE PRC HAS RELIED ON
THE ADVICE OF MANUFACTURER REPRESENTATIVES (IMMEDIATELY
AFTER PURCHASE) AND ITS OWN EFFORTS IN SERVICING ITS
AIR FLEET. LOCKHEED SHOULD BE ADVISED TO WRITE TO THE
DIRECTOR CIVIL AVIATION ADMINISTRATION OF CHINA (CAAC),
WITH COPIES TO MACHIMPEX IF SALES OF EQUIPMENT WOULD ALSO
BE INVOLVED.

THAYER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 02 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975PEKING01663
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750302-0123
From: PEKING
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750992/aaaaddnw.tel
Line Count: 87
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 SINGAPORE 3714
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 09 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 JUL 2003 by CunninFX>; APPROVED <10 JUL 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: LOCKHEED AIR SERVICES SINGAPORE INTEREST IN PRC MARKET
TAGS: BEXP, SN, CH
To: SINGAPORE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006